## **POULTRY RAISING ON BUSINESS METHODS**

Selling of Eggs or Live Birds a Matter for Careful Consideration.

PRODUCER HOLDS THE KEY

High Grade Goods Cause Steady Demand and Insure Fair Prices.

By Prof. F. H. STONEBURN.

In one sense the poultryman is a manufacturer and is subject to the same general rules which influence the manufac-turing industry. He takes raw material in the form of poultry foods of various in the form of poultry foods of various kinds and through the use of living machines turns out a finished product. It is obvious, then, that his chance for securing a reasonable profit depends upon three separate factors—his ability to secure the raw material of proper quality at lowest cost; the efficiency of his machines; his success in selling to advantage.

tage.

The first and second points referred to may be passed at this time. The series of articles of which this is a part will contain special contributions dealing with

In the selling of his goods, whether eggs, table poultry, breeding or exhibi-tion birds, the poultryman has plenty of opportunity to exercise his best business ability. It takes about so much feed and labor to produce a dozen of eggs or grow a good chicken. The actual cost varies considerably according to season of the year, location of the farm, &c. but this variation is not equal to that in

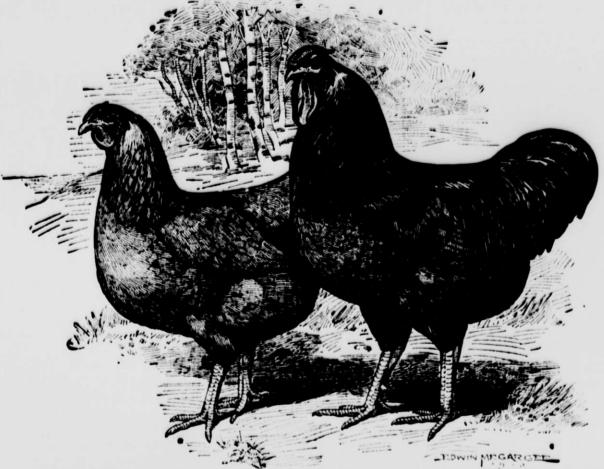
At this writing "fresh eggs" are of-fered by a leading grocer in an Eastern

sales may mean the difference between small and large profits. But it costs more to conduct the business on this basis. One must spend much time in soliciting orders and delivery the goods. Each individual must decide for himself whether the increase in returns will repay him for the additional time demanded or whether he had better devote all of his time to the details of production and let some one else look arter the selling end.

The rate of commission charged for selling varies somewhat, but it is good policy to pay enough to insure the best of service and attention and square treatment.

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A GREAT BREED FROM A LITTLE STATE



Rose Comb Rhode Island Reds. The farmers of the Little Compton district of Rhode Island laid the foundation for the modern Rhode Island Red more than a half century ago by introducing the blood of Malays, Cochins and Leghorns into their flocks of common fowls. In the comparatively few years since the breed was taken up by careful breeders it has imped into prominence, and has the reputa-

This special trade demands the regular delivery of goods of uniformly high grade, and as a rule it is not advisable to attempt to handle it unless one has the equipment and ability to turn out a regular supply. A profitable route may be upset by failure to meet even for a short trade of any city, the local express agent the demands of the customers.

Or service and attention and square for it is grown doe from being killed by dogs. The animal had been driven from the wood into a stream, where, with only her nose out chants, the address of dependable houses of water, she was making frantic efforts to be secured through the board of beat off the animals, which before she had taken to the water had bitten her in several places.

Richards called to his son. They drove

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insign the second of the content of the content of the plans. Let us take them up in or der.

As a general proposition, in sections where the local supply fails to meet the demand, the lost prices are secured when the local supply fails to meet the demand, the lost prices are secured when the local supply fails to meet the demand, the lost prices are secured when the lost prices are secured wh

can do so and save express charges. Mr. Keesling is planning to send in light coops and altogether to save the heavy express charges of a single entry. Mr. Keesling is to have real California birds entered fock must be "fed well" if wanted to soon felt drowsiness stealing over him, his and is not interested in birds purchased in light wanted to lay well.

The Fast table sent West after the show. the East to be sent West after the show

The Philadelphia Poultry, Pigeon and Pet Stock Association will hold its eighth annual show December 16 to 20 at the First Regiment Armory, Philadelphia, Pa. Some of the best judges have been se-lected and many special premiums will be officed. The officers are: President, Henry D. Riley: vice-president, Rudolph upset by failure to meet even for a short period the demands of the customers.

If the poultryman produces other table supplies, as vegetables, small fruits or milk, these may be combined with the poultry branch and the cost of selling with the seller. Grade your products carefully and mark them strictly according to grade. After a time your name will stand to the seller of the dogs off by stoming them and then captured the dogs of by stoming them and then captured the dogs of by stoming them and then captured the captured the dogs of b

### LADY SHOWYOU'S MARK NOT BEATEN THIS YEAR

Hens in National Contest Are Making Better Average Than in First Contest.

The hens in the national egg laying contest at the Missouri State poultry experiment station have already made a higher average than the hens did in the first contest and they have forty-six days yet in which to lay before the contest closes. The English single comb White Leghorns from Tom Barron of Catforth. England, seem certain to win. There has not been a month during the year that this pen has not been among the ten this pen has not been among the ten-highest pens for that month. The highest individual hen so far is No. 860, a ltuff Wyandotte from Vermont. This hen has laid 219 eggs and has forty-six days yet to lay. It is not probable that the in-dividual record will be as high as that of Lady Showyou of last year.

The friends and admirers of Lady Show you will be glad to hear what this hen has done this year. John G. Poorman of Tinley Park, Ill., who now owns this

Tinley Park, Ill., who now owns this hen, has this to say:

"Regarding Lady Showyou, will state that she is the most remarkable hen I ever saw. She never has been in good plumage, has not gone broody and has been laying right along. I hatched 101 chicks from 112 of her eggs. She is laychicks from 112 of her eggs. She is laying now an egg every other day. She has
laid over 170. She has not been sick
a day. It seems as though she delights
in being alone. She is continually on the
go from morning until night."

This hen has never gone broody in
two years. Broodiness is one thing which
it will pay any one to try to breed out
of his flock as far as possible if he exnects to breed un a good laying strain. There has been a grand total of 91.18 eggs laid to date. The record for Sei tember was 6.424 eggs. Pen 26, Buff Wyandottes, from Eagleville, Mo. won the silver cup for the highest record for

For Struggles With Dogs in Midstream.

1 AWRENCEBURG, Ind., Oct. 21. Thurston B. Rice witnessed an unusual fight here re-cently, when hunting along the banks of the Objo River. He started a fox, and his two hounds

bank and pressed it so closely that the fox jumped into the water, the dogs pursuing. When half way across the fox seemed to tire of swimming and closed with one of the dogs. The hound finally tore the fox's throat, and it sank. Its body was rescued with grappling hooks from 12 feet of water.

## POULTRY DIRECTORY

# Winter Eggs

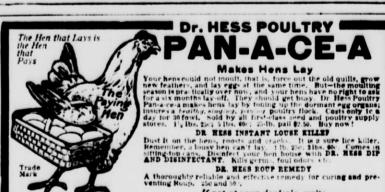
PRATTS Poultry Regulator

This standard digestive and tonic keeps hens in prime condition—up to their highest efficiency all the time. It's THE way to get eggs when prices are high.

Satisfaction guaranteed or money back.
Don't let roup, colds, catarrh, etc., start.

the best preventive the sure cure. Refuse substitutes: insist on Pratts. Sold on Money Back Guarantee by Seed. Poultry Supply and Feed Dealers

PRATT FOOD Co., Philadelphia Chicago



DR HESS INSTANT LOUSE KILLEY

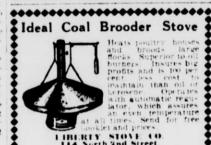
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EG-O MILK ALBUMEN It formishes the ingredients of which eggs are made and the necessary elements to promote invelopment and strength. Write for fur-

Don't Feed Green Food!

Succulenta Tablets The sab better and chapter and more reliated by all four! I must disclose one tid to one quart druk ing water for four! Sunder fast time large rathers by must fast, it and 200 large rathers be mail \$4.00. YOUR MONEY BACK IF NOT SATISFIED. Drop noted for particulars to The Succulents Co., P. O. Ben 405 N. Newerk, N. J.

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1.000 PULLETS 500 YEARLINGS \$1.50 and up

\$1.00 and up BONNIE BRAE POULTRY FARM

THE SLEEPING PALM.

Blooms of Strange Trees tsed as Drug by South Sea Islanders.

SAN FRANCISCO, Oct. 30. A specimen of he rare "sleeping" palm has been found in Golden Gate Park, probably the only one in the United States. Curator Barron of the park museum discovered it as he was The tree, which was brought to this ountry forty years ago by a famous Australian botanist, William Robinson, gives out a peculiar aromatic odor. Barron smelled the exotic fragrance and discovered the tree, whose upper branches were laden with a heautiful rainbow hued flower, giving

It was found that the tree, which had originally been brought from one of the South Sea islands, belonged to the species Cocinem somnambulae, or sleeping palm, which blooms only once in fifty years the flowers of which were formerly used as a drug by the islanders.

the medical department of the university of California, where a test will be made to discover the source of their peculiar properties.

Dredge Picks Up Old Cannon Balls. residents by the announcement that relics it was easily killed.

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Palace Show THE LUCKY SEVENTH

New York December 2 6 PREMIUM LIST READY Entries Close November 15th

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I OULTRY INFORMATION BUREAU

New York Sun, N. Y.

dredged up by the machinery in operation at the slip between Piers 1 and 2 of the new Clyde terminals. Six large cannon balls in various stages of decomposition were picked up by the big clamshell scoop and

slung aboard the barge Some of the balls were sunk in the crib work and old piling which has been there for years; others were lying deep down under the mud, where they had been undis to widen out the sliv.

and I'p-State Woman Fighte Big Hawk

ROME, N.Y., Oct. 31. Mrs. Julia William of East Camden killed a large hen hawa her yard yesterday after a hard fight. 1 hawk had captured and killed a hen and willed. tearing off its feathers preparatory to es Williams seized a clothes pole and struchawk. The bird turned to attack Mrs W Charleston, S. C., Oct. 31.—Bellum days iams, but she knocked it down. One of the were brought to the attention of many local bird's wings was finally broken, after which